



JOHN

CONSERVATION CHEMICAL COMPANY

BOX 5472, ST. LOUIS, MO. 63160
1/314/241-7071

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December 3, 1976

RECEIVED

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CONSERVATION CHEMICAL CO.

Mr. R. A. Pregler, Bayer
McDonnell Douglas Corporation
P.O. Box 516
St. Louis, MO 63166

Re: P.O.# F 61281

Dear Mr. Pregler:

The new federal and state regulations covering hazardous waste handling, transportation and disposal have increased the cost of operations for all parts of our business. The biggest increase is in the disposal of the solids generated from neutralization and detoxification of the liquids and slurries, and drum disposal. Our cost of disposal to "secured" landfill sites has increased 500% and the distance traveled has more than doubled. This has been a fact for more than a month and our efforts to find other ways of disposal to avoid cancellation and/or price escalation have failed.

(The reduction in lot charge after five (5) pick ups had to be eliminated to offset some of the increased costs. The increase in demurrage charges reflects increased labor and trucking expenses for equipment delayed beyond the allotted time.)

(We have not been able to find a lining that will accept the higher Nitric-HF acid concentrations, so the penalty for dilution and the subsequent free load had to be removed from the agreement. We did not profess to be able to handle concentrations of Nitric in excess of 20% combined with HF greater than 10%. It would appear that some of the high strength wastes could have possibly been used longer, which would have resulted in lower concentration of wastes.)

Drum disposal costs have more than doubled and the necessary chemical identification of the wastes to obtain permits has forced us to raise the cost and demand waste identification rather than the broad classification or unknown wastes labels in the past. All drums must be identified with a semi-quantitative concentration of the wastes contained. It is necessary to have the wastes in DOT approved containers. The 20 drum minimum still applies.

We are willing to have you remove item 521 of the subject P.O. for the remainder of the contract term, i.e. March 31, 1977.

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I trust that this will clarify some of the items you mentioned in our recent phone conversation.

We appreciate your cooperation with us during this very difficult time.

Sincerely,

Oscar S. Richards

Oscar S. Richards
General Manager

OSR/ks

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